

SOC Code	SOC Title	Employment (1)	Average Hourly	Average Annual	Entry Hourly	Entry Annual	Experienced Hourly	Experienced Annual
<b>11-0000</b>	<b>Management Occupations</b>	<b>7,120</b>	<b>\$30.05</b>	<b>\$62,510</b>	<b>\$14.41</b>	<b>\$29,980</b>	<b>\$37.88</b>	<b>\$78,780</b>
11-1011	Chief Executives	680	\$49.57	\$103,100	\$22.89	\$47,610	\$62.90	\$130,840
11-1021	General and Operations Managers	1,550	\$29.82	\$62,030	\$15.07	\$31,340	\$37.20	\$77,380
11-1031	Legislators	70	N/A	\$21,420	N/A	\$12,780	N/A	\$25,740
11-2011	Advertising and Promotions Managers	70	\$23.63	\$49,150	\$13.82	\$28,750	\$28.53	\$59,350
11-2021	Marketing Managers	80	\$31.54	\$65,610	\$17.72	\$36,860	\$38.45	\$79,980
11-2022	Sales Managers	230	\$27.50	\$57,210	\$17.49	\$36,390	\$32.51	\$67,620
11-2031	Public Relations Managers	60	\$24.67	\$51,320	\$14.90	\$31,000	\$29.56	\$61,480
11-3011	Administrative Services Managers	350	\$22.94	\$47,720	\$11.25	\$23,390	\$28.79	\$59,880
11-3021	Computer and Information Systems Managers	120	\$32.33	\$67,240	\$21.92	\$45,590	\$37.53	\$78,060
11-3031	Financial Managers	400	\$31.42	\$65,340	\$18.56	\$38,590	\$37.85	\$78,720
11-3041	Compensation and Benefits Managers	60	\$27.04	\$56,250	\$16.59	\$34,510	\$32.27	\$67,120
11-3042	Training and Development Managers	50	\$25.22	\$52,460	\$16.84	\$35,020	\$29.41	\$61,180
11-3049	Human Resources Managers, All Other	60	\$34.94	\$72,670	\$25.04	\$52,080	\$39.89	\$82,970
11-3051	Industrial Production Managers	120	\$35.16	\$73,130	\$21.95	\$45,650	\$41.76	\$86,860
11-3071	Transportation, Storage, and Distribution Managers	60	\$25.40	\$52,830	\$15.77	\$32,790	\$30.22	\$62,850
11-9021	Construction Managers	250	\$23.70	\$49,300	\$17.13	\$35,620	\$26.99	\$56,140
11-9031	Education Administrators, Preschool and Child Care Center/Program	70	\$13.63	\$28,350	\$9.93	\$20,660	\$15.48	\$32,200
11-9032	Education Administrators, Elementary and Secondary School	210	N/A	\$67,960	N/A	\$56,670	N/A	\$73,600
11-9039	Education Administrators, All Other	50	\$28.04	\$58,310	\$23.79	\$49,480	\$30.16	\$62,730
11-9051	Food Service Managers	610	\$15.37	\$31,980	\$10.81	\$22,480	\$17.66	\$36,720
11-9061	Funeral Directors	20	\$15.10	\$31,410	\$12.28	\$25,540	\$16.51	\$34,350

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11-9071	Gaming Managers	110	\$27.29	\$56,760	\$18.56	\$38,600	\$31.65	\$65,840
11-9081	Lodging Managers	120	\$14.40	\$29,940	\$9.58	\$19,920	\$16.81	\$34,960
11-9111	Medical and Health Services Managers	240	\$33.46	\$69,600	\$22.68	\$47,170	\$38.85	\$80,810
11-9121	Natural Sciences Managers	130	\$44.64	\$92,840	\$37.29	\$77,560	\$48.31	\$100,490
11-9131	Postmasters and Mail Superintendents	20	\$29.73	\$61,840	\$24.27	\$50,490	\$32.46	\$67,520
11-9141	Property, Real Estate, and Community Association Managers	250	\$13.01	\$27,060	\$8.55	\$17,780	\$15.24	\$31,710
11-9151	Social and Community Service Managers	60	\$22.19	\$46,160	\$12.08	\$25,130	\$27.25	\$56,670
11-9199	Managers, All Other	250	\$35.94	\$74,750	\$24.96	\$51,910	\$41.43	\$86,170

Footnotes for November 2004 Occupational Employment and Wage estimates

**(1) =** Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers.

**(N/A) =** Estimates not available.

**SOC =** Standard Occupational Classification